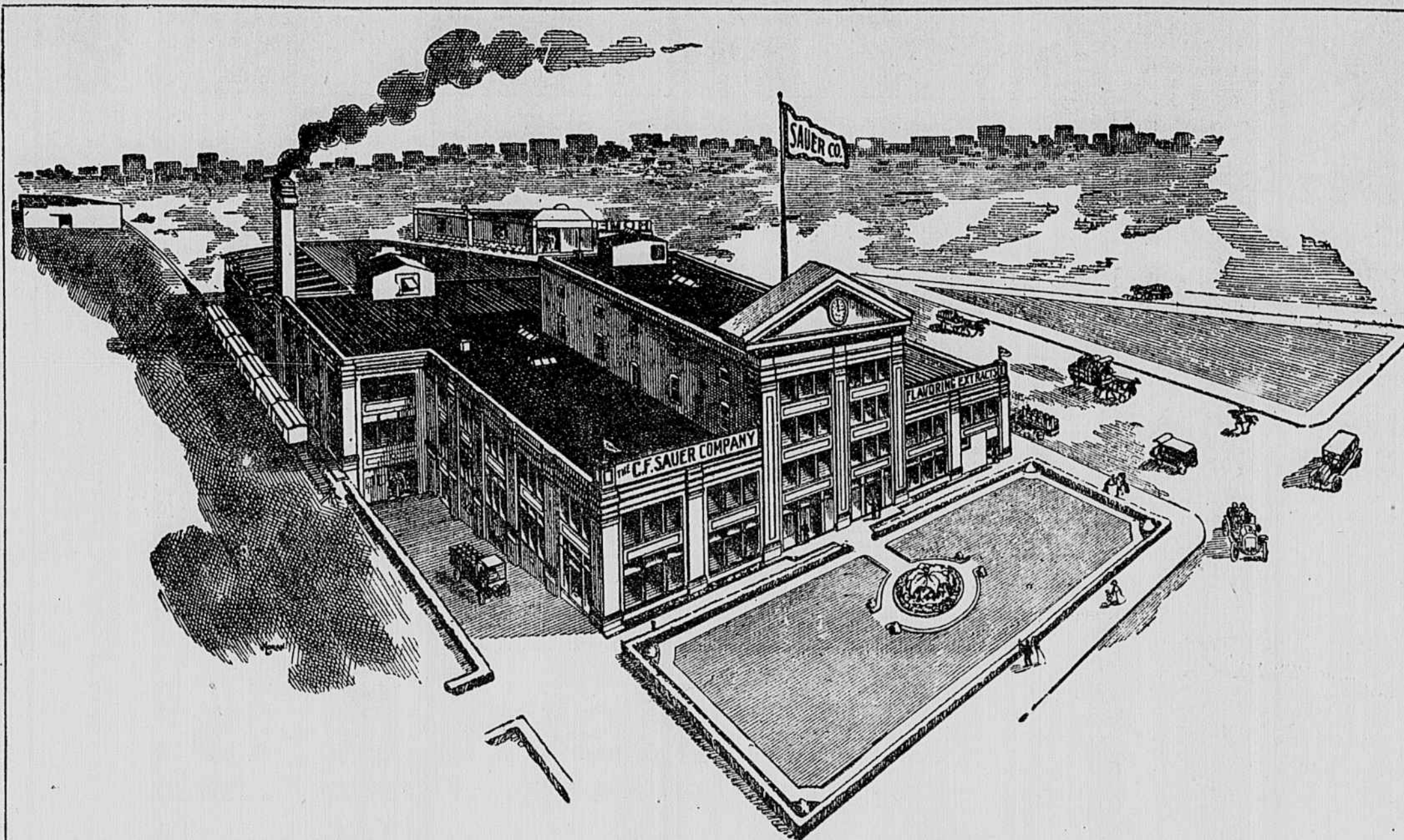


Sauer's

VANILLA
LEMON
ORANGE
STRAWBERRY
PINEAPPLE
RASPBERRY

Sauer's

CHERRY
ALMOND
WINTERGREEN
PEPPERMINT
NUTMEG
ROSE



SAUER'S PURE FLAVORING EXTRACTS

It is the largest, most complete, most sanitary Flavoring Extract factory in the United States. Sauer's Extracts impart a smooth, delicious, true fruit flavor to desserts, cakes, puddings, etc., making them rich in flavor, very palatable and wholesome. Indorsed by leading chefs and fine cooks everywhere.

Won Fifteen Highest Awards

For Purity, Strength and Fine Flavor. Sold by leading grocers everywhere,
10c, 25c, 50c and \$1.00 sizes.

Sauer's Pure Vanilla

We pride ourselves on the superior quality of our vanilla, which is made by the exclusive Sauer's process, which retains the natural flavor of the rich, ripe Vanilla Beans of the very highest quality. 10c, 25c, 50c and \$1.00 sizes.

THE C. F. SAUER COMPANY

Meadow and Broad Streets

RICHMOND, VIRGINIA

STORY OF GROWTH

How Three Richmond Boys Knew Their Business From the Ground Up.

About fifteen years ago three young men—one a buyer of marked ability, another an expert office manager and another a sales manager—all born and reared in the wholesale fancy grocery and candy business, incorporated their ambition, energy, experience and little capital of \$20,000, under the name of Fleming & Christian Company, which is now located in the center of Richmond's tremendous wholesale district and which, with its earned capital and surplus of nearly \$150,000, is the acknowledged leader in their line—whole-

sale fancy groceries and fine candies.

Every month in fifteen years (with very few exceptions) they have increased their sales over the corresponding month of the previous year, having outgrown their quarters three times. To-day they own a large corner lot at the C. & O. and S. A. L. tracks, which under their constantly increasing trade, will soon force them to occupy. When they do build they expect to show Virginia and her many visitors what a real wholesale and manufacturing plant looks like.

This firm has built its enviable reputation on a four-sided foundation—high quality, low prices, prompt service and thoughtful attention to details. Nearly all orders—no matter how large or small—go forward the same

day they are received. Their unwritten but invariable motto has been: "Up to representation or return"; and their receiving almost half of their business unsolicited proves the merchants' endorsement of such fair and liberal methods.

The quality of their Shirley canned goods, sold all over the Virginia and Carolinas, has been so persistently and consistently held up to perfection that to-day their Shirley asparagus, tomatoes, corn, peaches, pears, apricots and many other fruits and vegetables under this name are recognized as the standard of excellence. Their Puritan pickles and vinegars are sold in seven States, and are everywhere acknowledged by chemists, customs inspectors, customers and consumers to be the

purest and best to be had, every drop being sold on a written guarantee.

Fleming & Christian Company's stick candy, every pound of which is manufactured by them, is in practically every store in their territories, and you couldn't give any other make to many of these who have been handling it for years. They also manufacture many of their creams, mixtures and other grades of fine candies. The popularity of their candy is well attested by the fact that their full force is kept busy every working day in the year and many nights, and they have recently had to increase their present capacity by operating in an additional building.

They claim to have the most complete and up-to-date line of fancy gro-

ceries and fine candies in the South and will welcome an opportunity to prove it.

MORE THAN THIRTY YEARS OLD

Southern Railway Supply Company
Has Reputation that Extends Far and Wide.

The Southern Railway Supply Company, whose home is at 1323 East Main Street, is one of the oldest and most reliable houses in the South. Their name has been a household word to users of machinery supplies for over thirty years, and they are the oldest dealers in tinplate, bar iron and roofing in the entire South. This firm carries a large stock of everything in the machinery supply and metal business, and enjoy a reputation second to none for fair and square dealing. You need not hesitate to send them a mail order, for it will be priced at the lowest possible market prices. Levin Joyner, the president of this firm, is one of the most widely-known men in the machinery supply business in the Southern States, and has been connected with the company practically from its inception.

Charles T. Williams, vice-president, is personally known by every dealer in mill supplies in the two Carolinas, having represented the firm for about eleven years on the road. D. E. Doyle, secretary-treasurer, is one of the most up-to-date credit men in the whole section, and is valued highly by the firm.

A. B. CLARKE & SON

Big House—Shelf and Heavy Hardware—Carriage and Wagon Materials and Cutlery.

Among the representative concerns that have helped to make Richmond the leading trading centre of the South is that of A. B. Clarke & Son Hardware Company. Their handsome store and warerooms are centrally located at 1215 East Main Street. This entire building, as well as a warehouse on Thirteenth Street, is required to carry their stock of goods.

This business was established in 1850, and to-day, though one of the oldest in the city, it is one of the most up-to-date concerns in this line in the South.

They carry a large stock of heavy hardware, such as anvils, vices, drills, forges, horseshoes, nails, bolts, bar iron and steel, wheels, axles, springs, hubs, spokes, rims and all kinds of tools for wood and metal workers. Their No. 10 catalogue shows these goods, and will be mailed upon request.

Shelf hardware, locks of all kinds, hinges, and building hardware are generally, besides many other goods not usually found in ordinary catalogues, are illustrated in their No. 5 catalogue, which will be gladly sent also on request.

Everybody knows this house stands for quality.

Their prices are always low, but the quality of their goods is the best, and quality is always remembered long after the cost is forgotten. So people have been saying for more than a half century: "You got it at Clarke's; then you've got the best." That's a great record.

It Pays to Deal With a Big National Bank!

Just stop to think, Mr. Out-of-Town Dealer, how much more satisfactory it is to bank with a large, strong institution such as this.

Located, as we are, in the very heart of the South, we can offer you every possible inducement, to open an account with us.

While you are here, drop in and talk it over with us. We will be glad to see you, and talk with you.

Condensed Statement

RESOURCES

Loans and Discounts.....	\$5,208,586.83
Stocks and Bonds.....	383,203.10
Banking House.....	210,585.57
Other Real Estate.....	3,007.22
Cash.....	\$594,371.98
Due from Banks.....	\$79,595.32
	<hr/> 1,473,937.30

LIABILITIES

Capital Paid in.....	\$1,000,000.00
Surplus and Undivided Profits.....	749,774.71
Contingent Fund.....	55,000.00
Circulation.....	233,203.00
Dividends Unpaid.....	3,675.88
Bond Account.....	10,000.00
Deposits.....	5,317,729.43
	<hr/> \$7,369,380.02

OFFICERS:

Wm. H. Palmer, President
John S. Ellett, Vice-President
Wm. M. Hill, Vice-President
J. W. Sinton, Vice-President
Julien H. Hill, Cashier

DIRECTORS:

E. B. Addison
James H. Anderson
Hugh Antrim
Preston Cocke
James D. Crump
John S. Ellett
A. R. Ellerson
Horace S. Hawes
S. H. Hawes
Wm. M. Hill
Edward C. Mayo
Edwin A. Palmer
Wm. H. Palmer
Granville G. Valentine
Stewart M. Woodward

National State and City Bank
RICHMOND, VIRGINIA

Southern Railway Supply Company

1323 East Main St.

Galvanized and Painted Roofing, Tin Plate,
In Rolls and Boxes,

Black and Galvanized Sheet Iron, Conductor Pipe, Eave Trough.

Machinery Supplies

Belting, Injectors, Steel Pulleys, Bar Iron and Steel.
Packings, Pipe, Shafting, Hose, Fittings

Come in and make our store your headquarters